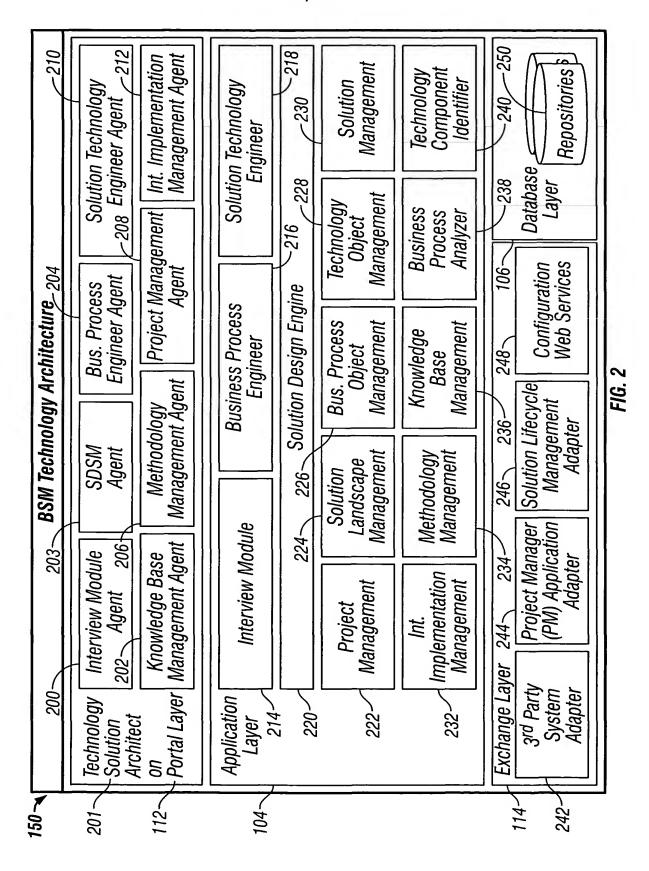
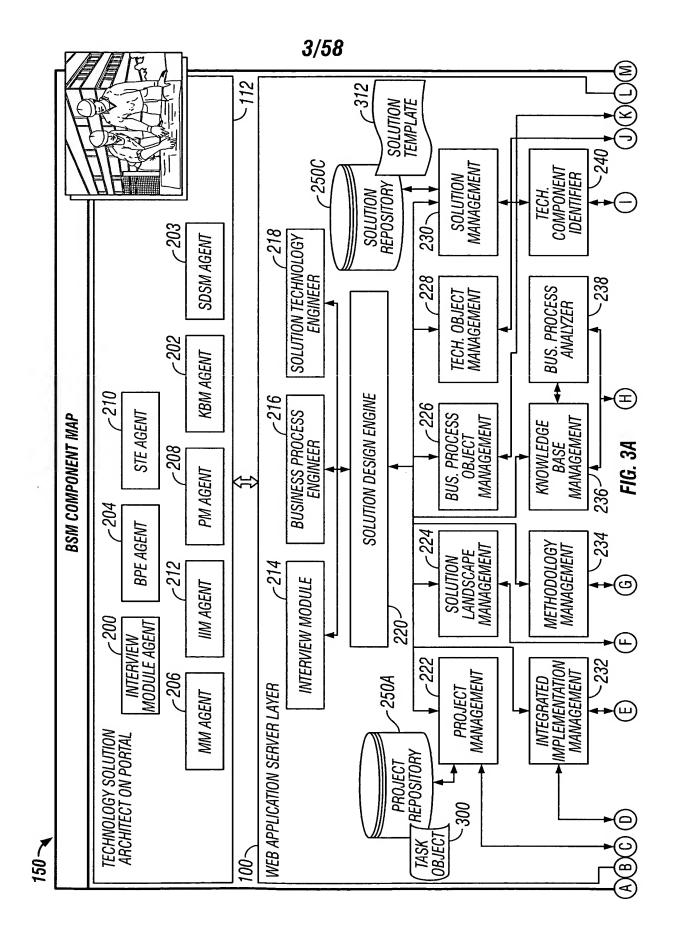
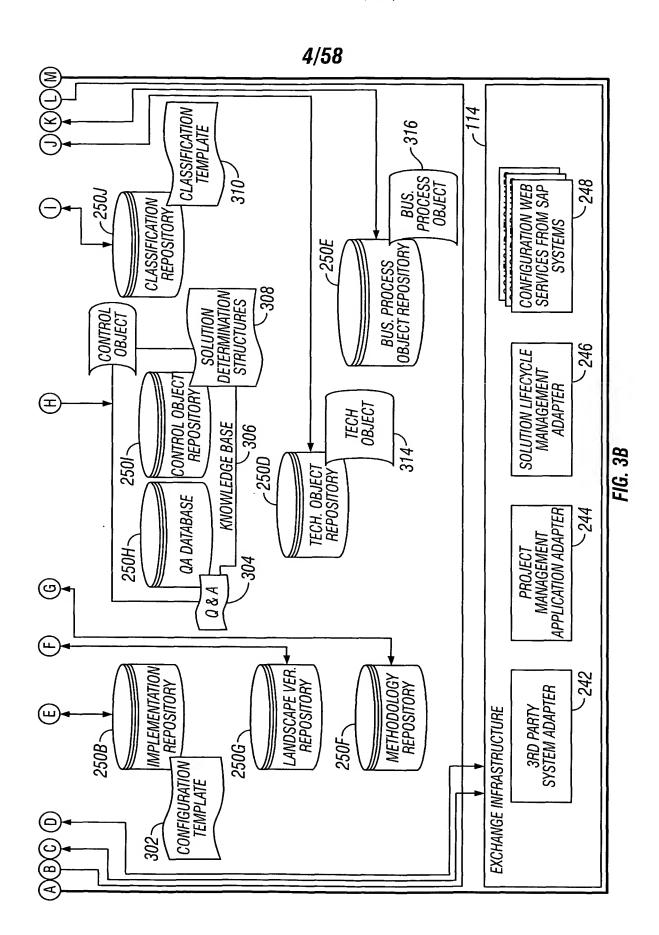


BUSINESS SOLUTION MANAGEMENT (BSM)



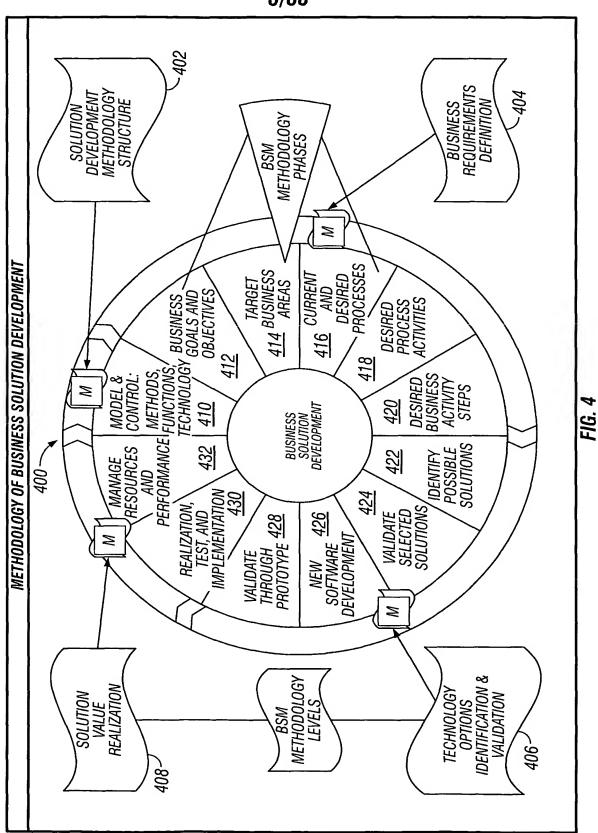
Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)



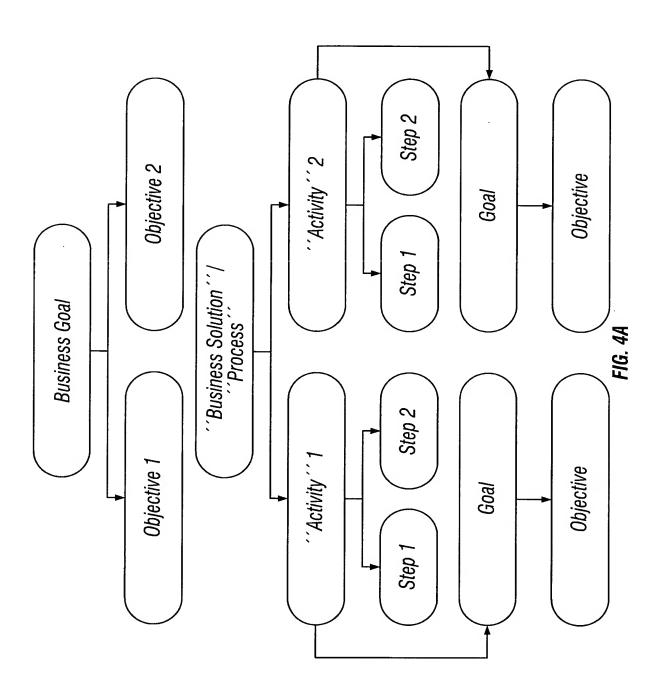


Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

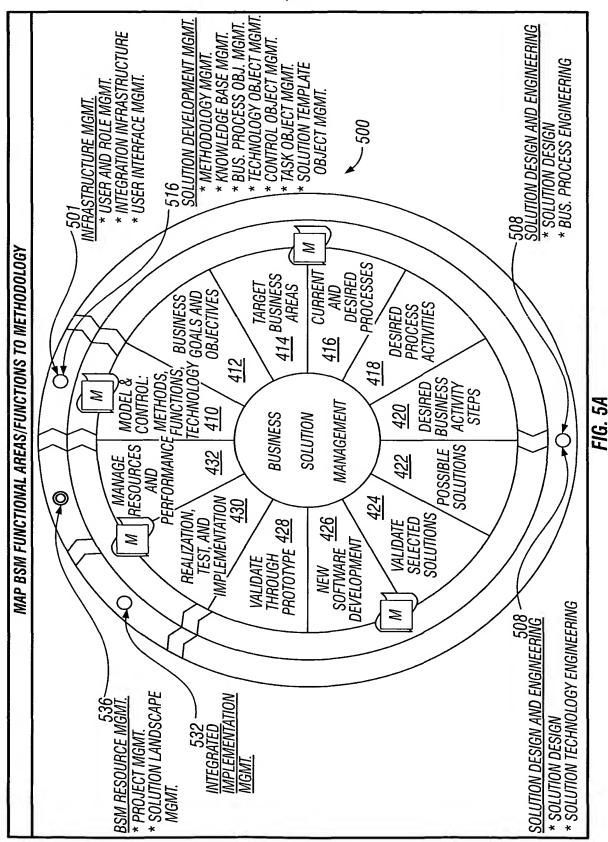
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BUSINESS SOLUTION MANAGEMENT (BSM)



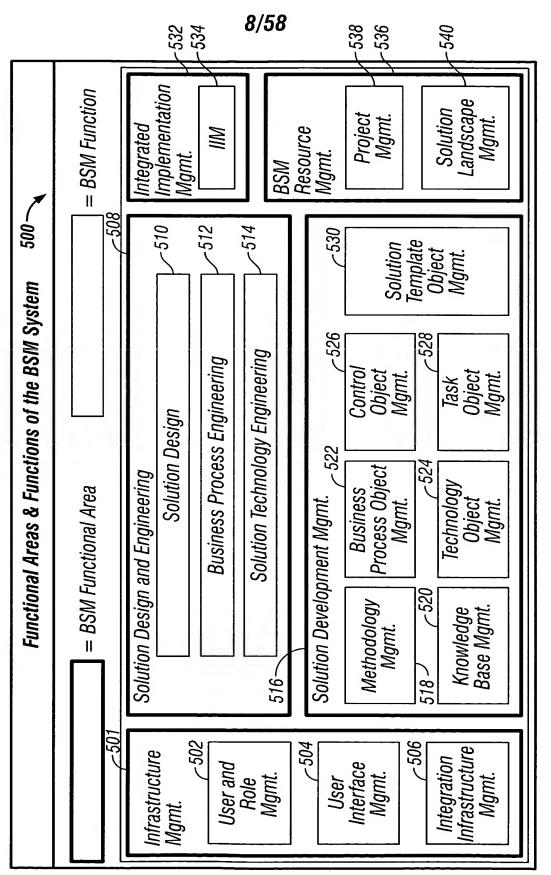


FIG. 5B

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			9/38			
	009		EXECUTIVE 1 616 X	<	×	××
			PROJECT WANAGER C 612 X X X X X X X X X X X X X			××
			SONSULTANT	×××	×	××
	(0)	30LES	SOLUTION ENGINEER CONSUL	××	×	××
FUNCTIONS	MAPPING OF USER ROLES TO BSM FUNCTIONS	USER ROLES	SOLUTION DESIGNER XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	<		$\times \times$
MAP BSM USER ROLES TO BSM FUNCTIONS	LES TO BSN		DEVELOPER X X X X X X X X X X X X X X X X X X X	× ×	×	××
USER ROLL	OF USER RC		SSERVICE CONTROL CONTR	<×	×	××
MAP BSM	MAPPING		SYSTEM ADMIN ADMIN X X X X X X X X X X		×	××
		BSM FUNCTIONAL AREA	INFRASTRUCTION USER AND ROLE MANAGEMENT USER AND ROLE MANAGEMENT INTEGRATION INFRASTRUCTURE USER INTERFACE MANAGEMENT INTEGRATION INFRASTRUCTURE USER INTERFACE MANAGEMENT KNOWLEDGE BASE MANAGEMENT ROWLEDGE BASE MANAGEMENT ECHNOLOGY OBJECT MANAGEMENT TECHNOLOGY OBJECT MANAGEMENT TASK OBJECT MANAGEMENT SOLUTION TEMPLATE OBJECT MANAGEMENT SOLUTION DESIGN AND ENGINEERING \(508\)	SOLUTION DESIGN BUSINESS PROCESS ENGINEERING TECHNOLOGY SOLUTION ENGINEERING 7532	INTEGRATED IMPLEMENTATION MANAGÉMENT	BSM HESUURCE MANAGEMENT PROJECT MANAGEMENT SOLUTION LANDSCAPE MANAGEMENT

				,,00								
		A TI										
0		NEXT PERIOD-OCT.01 LAN OF CURRENT RECORD PROPOSAL	219	(169)	16 1416	190		<u> </u>	1830	0/+	415	
NARI		<u> </u>	DR.	8.5	R S	Ψ	Ö	20.7	38		DB 0	5
VNING SCE		NEXT PE PLAN OF RECORD	200	1350 (169)	14 1396	30	1675	(17)	1672	0607	276	103
MENTS PLAI		OD-SEP.01 CURRENT PROPOSAL	150	1750 (219)	16 1697	125	1800	(18) (19)	1888		190	613
UIRE		PERIC	٧	SF	SF	4	S	95	8		DB	<u> </u>
RATIVE REQ		CURRENT PERIOD-SEPO PLAN OF CURREN RECORD PROPOSA	150	1600 (200)	14 1564	125	1500	(15) (16)	1594	500	30	700
USER MODEL FOR COLLABORATIVE REQUIREMENTS PLANNING SCENARIO	FOR SUPPLIER: <u>BEST PC MANUFACTURERS</u> FOR PRODUCT: <u>B159753</u> <u>MOTHERBOARD W/ P4 @2 GHz</u> <u>LEGEND:</u> A = ACTUAL CI = <u> CUSTOMER'S DEMAND FORECAST INPUT </u>	CF = CUSTOMER'S FORMULA DR = DERIVED RESULT SF = SUPPLIER'S FORMULA SI = SUPPLIER'S RESPONSE INPUT	PERIOD BEG. INVENTORY PERIOD PRODUCTION	NEW PRODUCTION LESS UNAVAILABLE FOR SALE	NET RETURNS RELEASED FROM QA PROJECTED AVAILABILITY FOR REVENUE	<u>DEMAND:</u> PERIOD BEG. BACKLOG	PERIOD DEMAND NEW DEMAND	CANCELLATIONS	PROJECTED DEMAND FOR REVENUE	PERIOD ENDING:	BACKLOG	INVENIURY

USER MODEL FOR COLLABORATIVE REQUIREMENTS PLANNING SCENARIO	ATIVE REC	UIREN	TENTS PLAN	NING SCEN	IARIO		
FOR SUPPLIER: <u>BEST PC MANUFACTURERS</u> FOR PRODUCT: B150753 MOTHERROARD WI DA @2 CH+			The state of the s				
LEGEND: BISSESS MOTHER DOMINE WITH A COST OF THE							
A = ACTUAL							
CI = CUSTOMER'S DEMAND FORECAST INPUT							
CF = CUSTOMER'S FORMULA	NEXT PERIOD-NOV.01	-RIOD-I	VOV.01	NEXT PERIOD-DEC.01	RIOD-	DEC.01	
DR = DERIVED RESULT	DI AN OF	- -	CHRRENT	DI ANI OF	- -	CLIBBEALT	
SF = SUPPLIER'S FORMULA	RECORD		PROPOSA!	RECORD		PROPOSAL	
SI = SUPPLIER'S RESPONSE INPUT	2100211	-r-	700	0.00	-L	100	
AVAILABILITY:					· 		
PERIOD BEG. INVENTORY	169	DR	169	178	DB	178	
PERIOD PRODUCTION		 			 		
NEW PRODUCTION	1425	S		1275			
LESS UNAVAILABLE FOR SALE	(178)	SF	(178)	(159)	? -	(159)	
NET RETURNS RELEASED FROM QA	14	Ş	15	14	SF	15	
PROJECTED AVAILABILITY FOR REVENUE	1430	B	1431	1308	DR	1309	
<u>DEMAND:</u>							
PERIOD BEG. BACKLOG	276	7	415	216	٧	352	
PERIOD DEMAND							
NEW DEMAND	1400			1475	2		
CANCELLATIONS	(14)	- 	(14)	(15)	CF	(15)	
RETURNS	(17)	CF	(18)	(17)	!CF!	(18)	
PROJECTED DEMAND FOR REVENUE	1645	DB	1783	1659	DR	1794	
PROJECTED CONSTRAINED REVENUE FCST	1430		1431	1308	- -	1309	
PERIOD ENDING:							
BACKLOG	216	DB	352	351	DR	485	
INVENTORY	178	<u>B</u>	178	159	DB	159	
REF. METHODOLOGY SECTION 3.1							

BUSINESS SOLUTION MANAGEMENT (BSM)

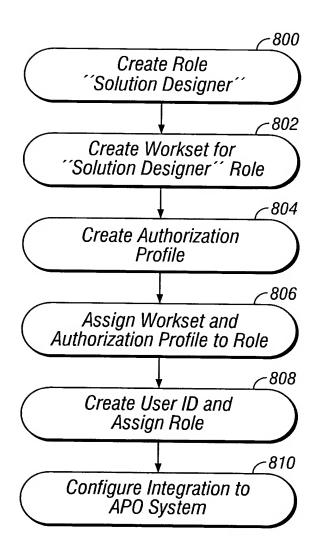


FIG. 8

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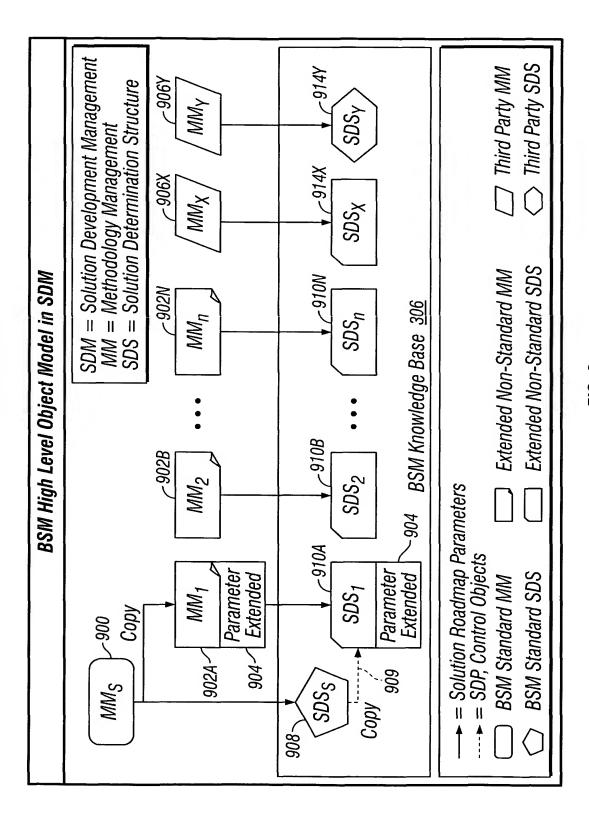
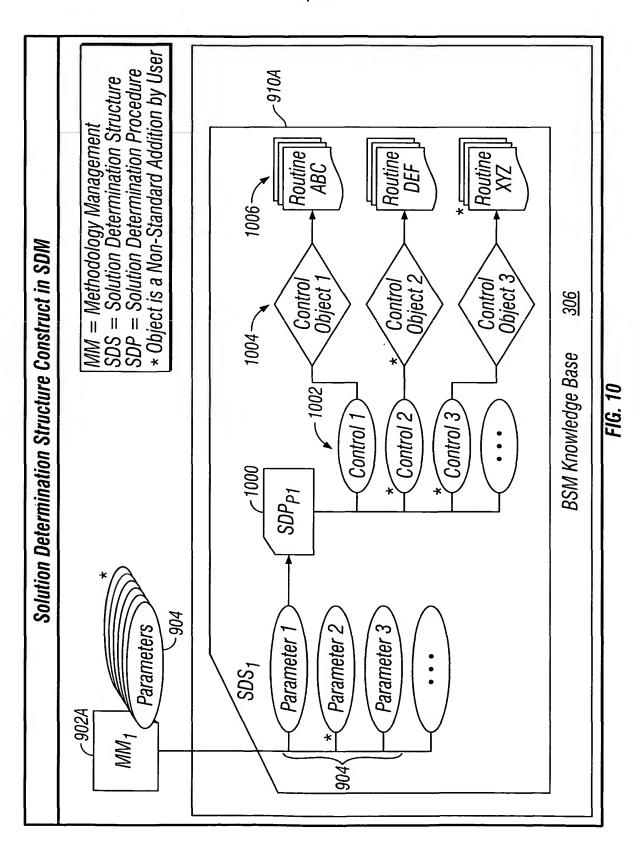


FIG. 9

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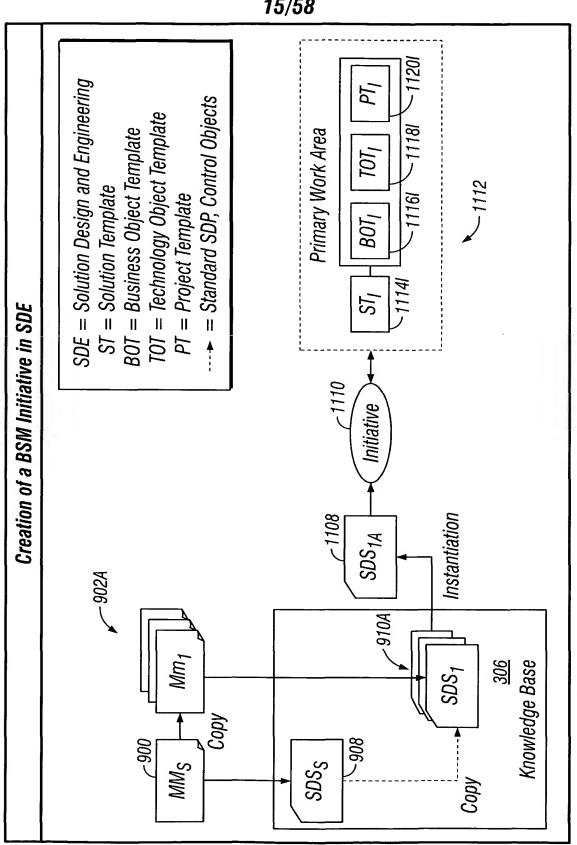


FIG. 11

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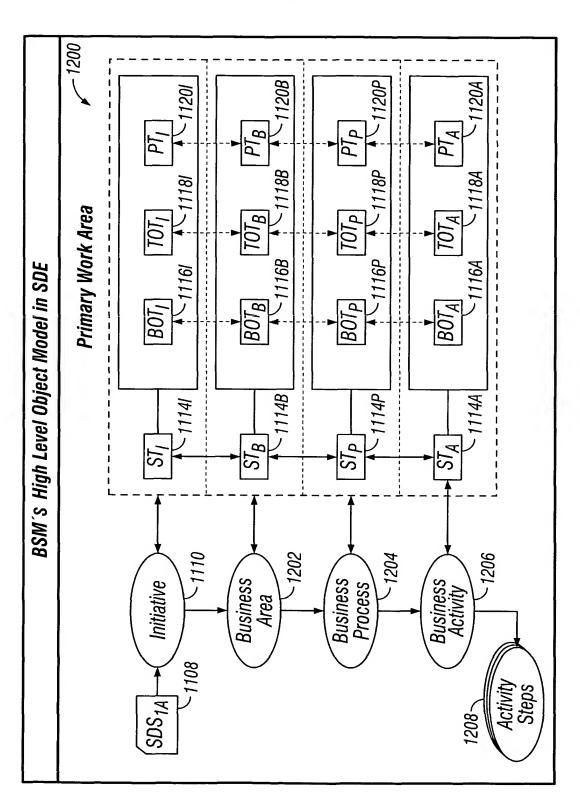
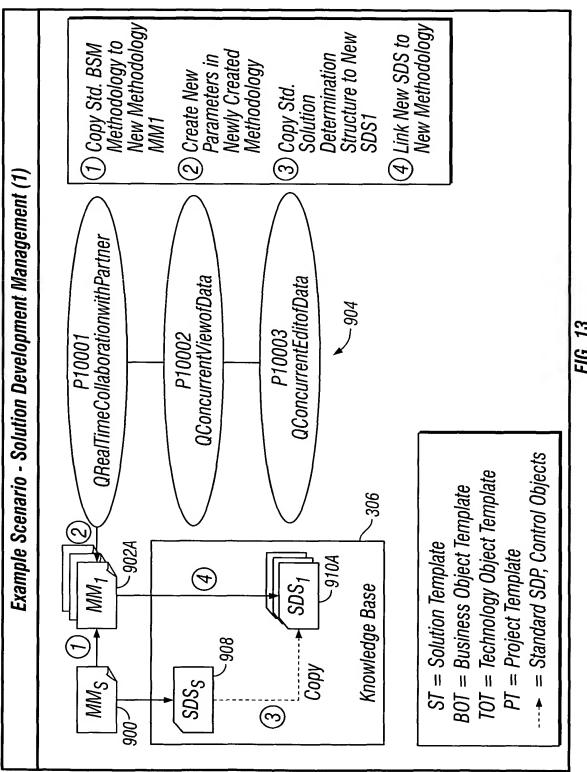


FIG. 12

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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BUSINESS SOLUTION MANAGEMENT (BSM)

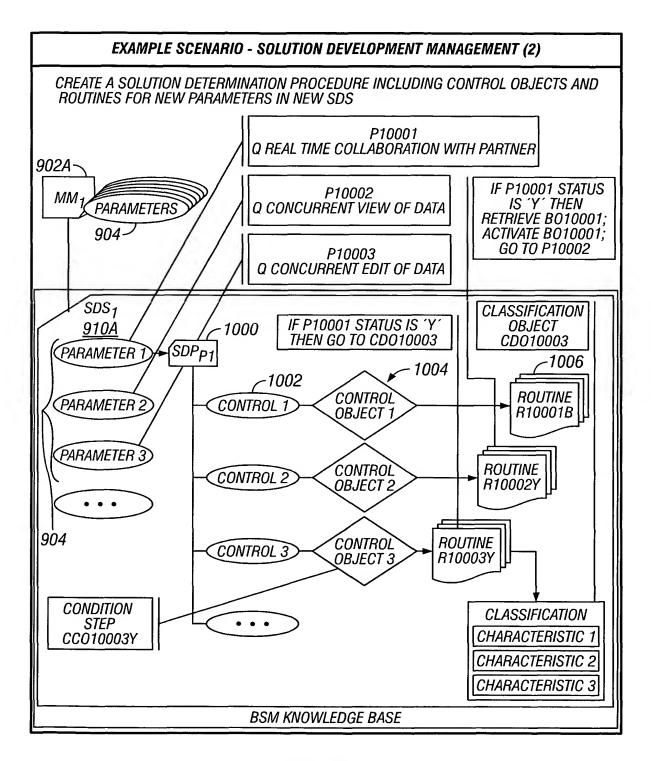
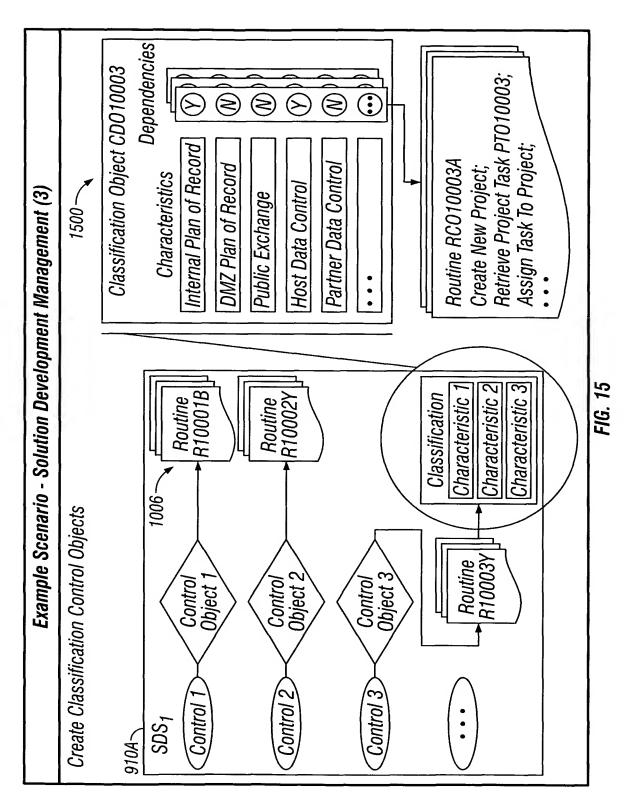


FIG. 14

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Applicants: Nelson, et al.
BUSINESS SOLUTION MANAGEMENT (BSM)

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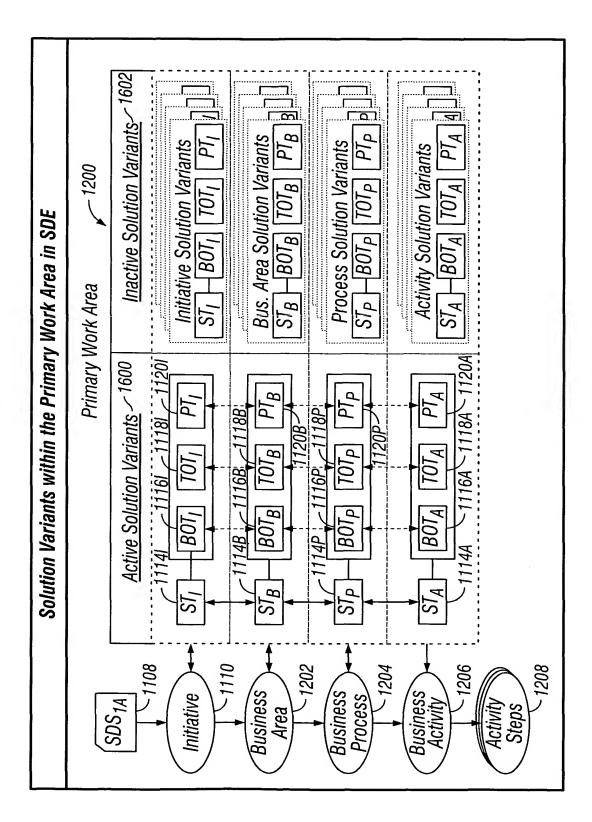
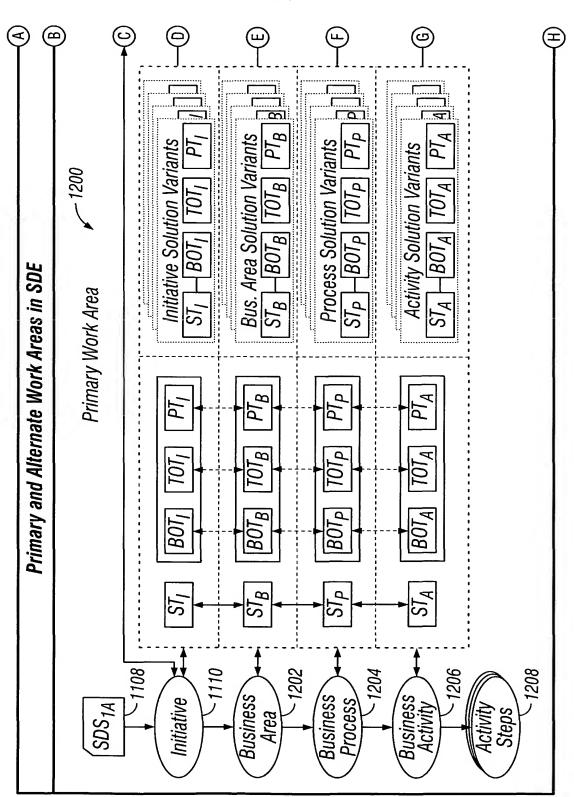


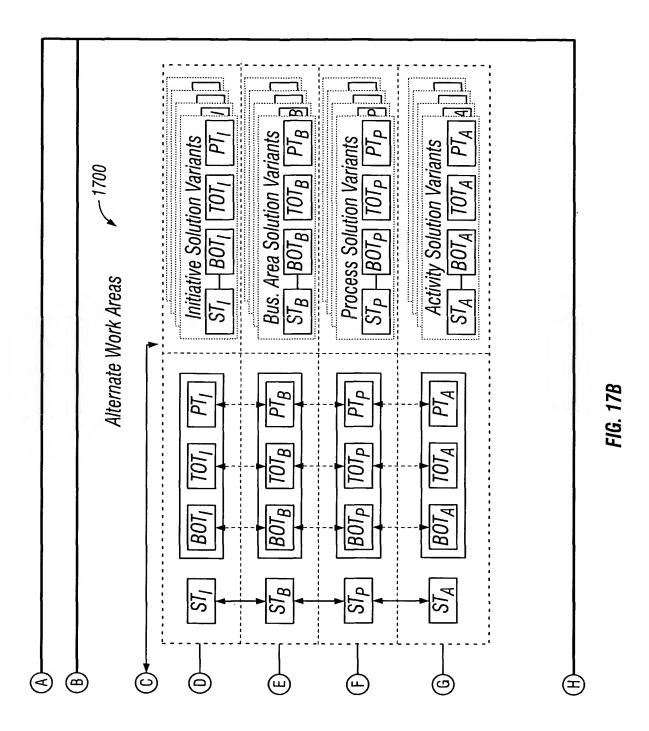
FIG. 16

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

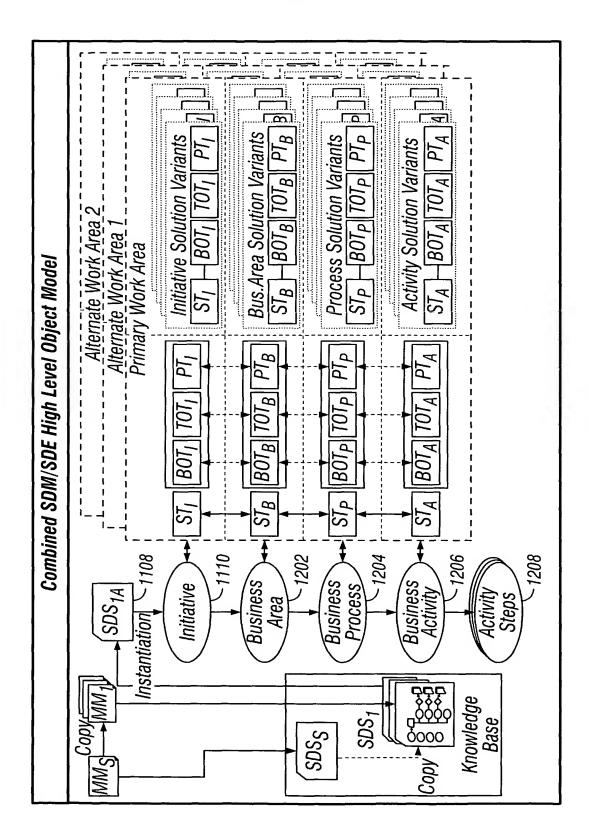


Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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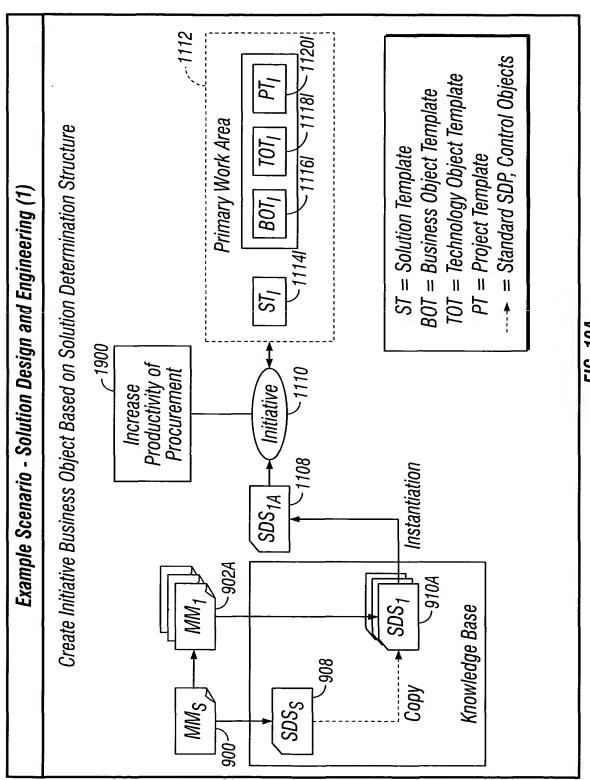
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F/G. 18

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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BUSINESS SOLUTION MANAGEMENT (BSM)

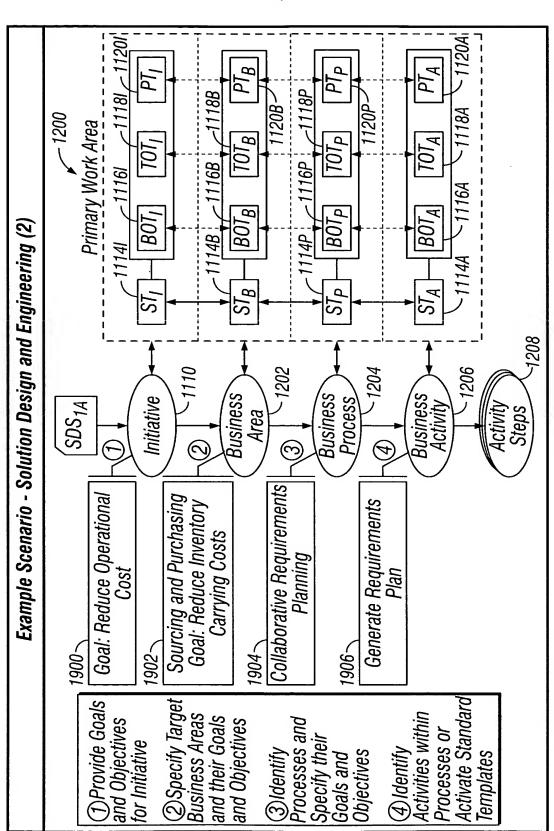


FIG. 19B

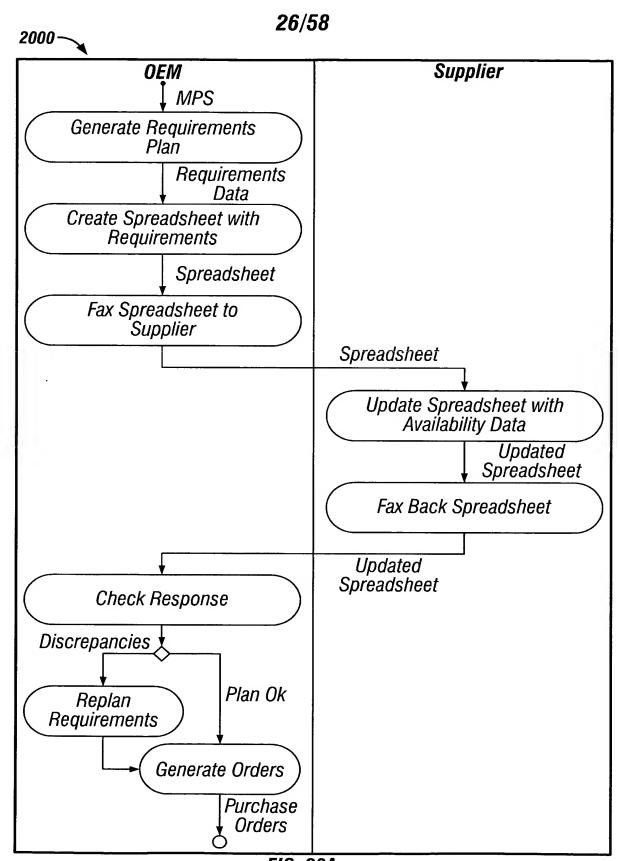
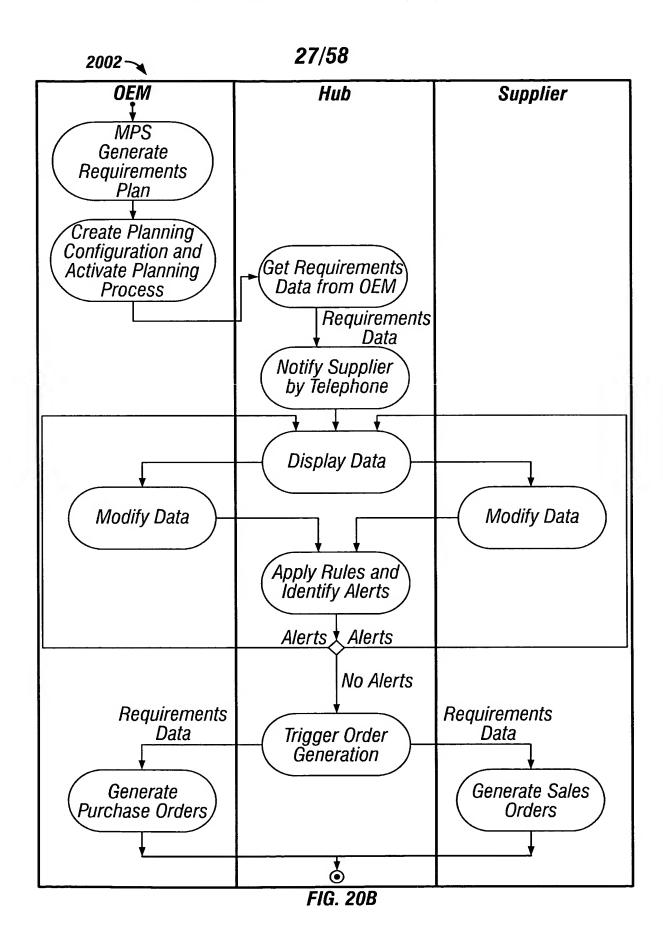


FIG. 20A

Applicants: Nelson, et al.



Applicants: Nelson, et al.

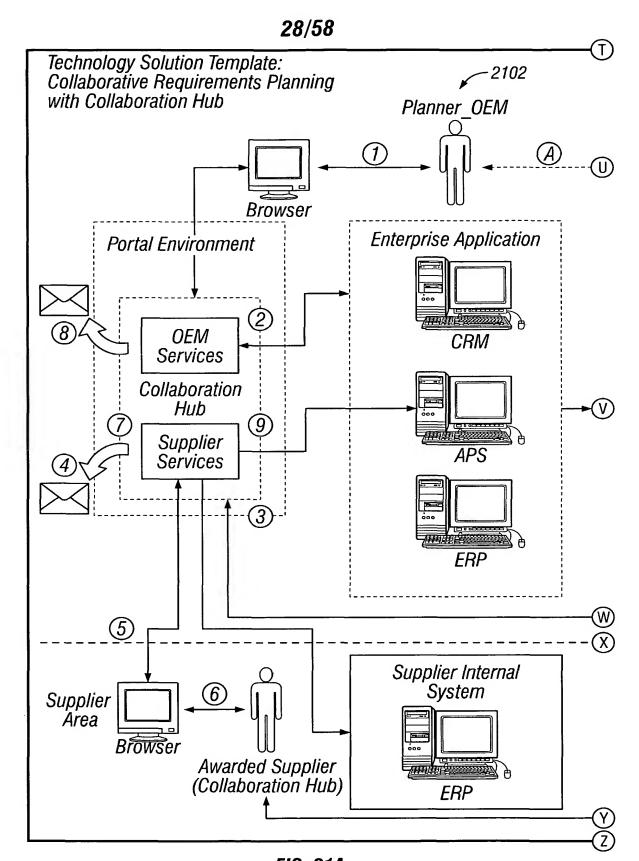
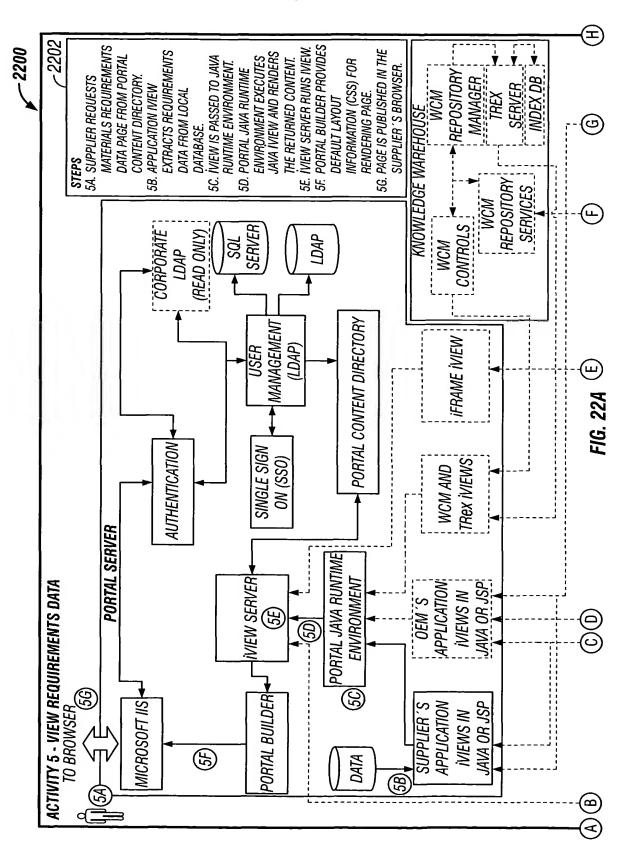


FIG. 21A

BUSINESS SOLUTION MANAGEMENT (BSM)

29/58 -2100 Activities Precondition A: OEM Sends Out RFQ and Engages in Collaboration with Partner 2104 --Suppliers. Precondition B: Winner of RFQ Enters into Close Collaboration with OEM. 1. OEM Generates Requirements Plan. 2. OEM Activates Planning Process on Collaboration Hub. 3. Hub Uploads Requirements Data from APS. 4. Supplier is Notified by Hub via Email. Integration 5. Supplier Views Requirements Data Infrastructure on Hub. 6. Supplier Enters Availability Data to Hub. 7. Hub Applies Rules and Identifies Alerts. 8. OEM Notified of Alerts and Replans if Necessary. 9. Hub Triggers Generation of Purchase Orders by OEM 's ERP System and Sales Orders by Supplier's ERP System. Selected Supplier Group (Exchange) (B)

FIG. 21B



Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

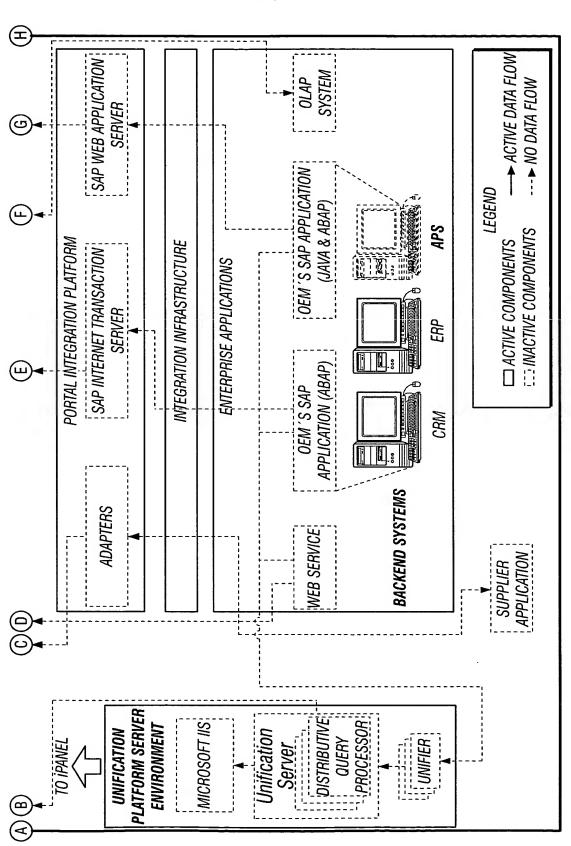
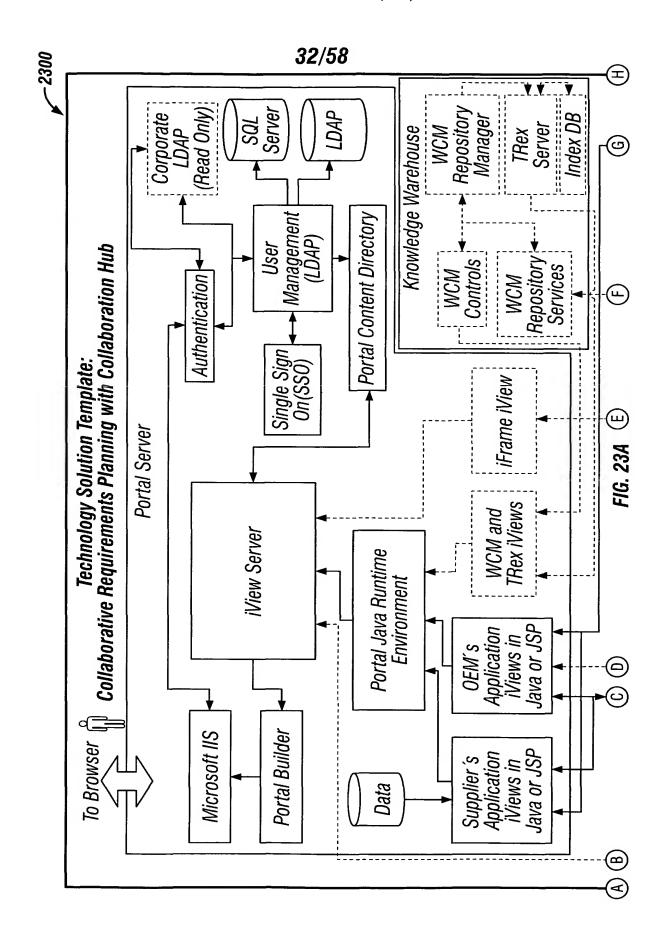
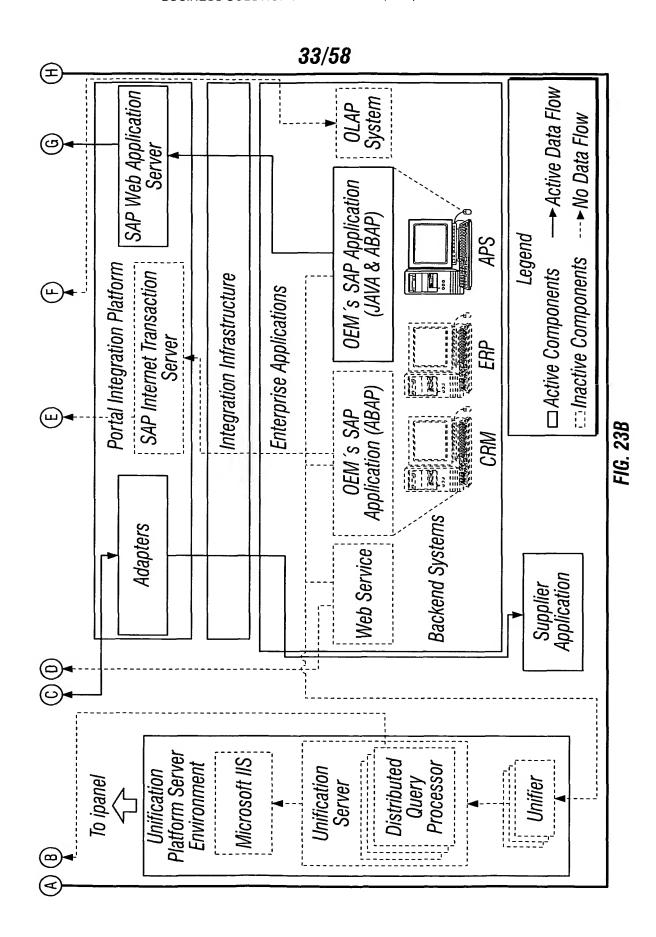


FIG. 22B

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)





Applicants: Nelson, et al.

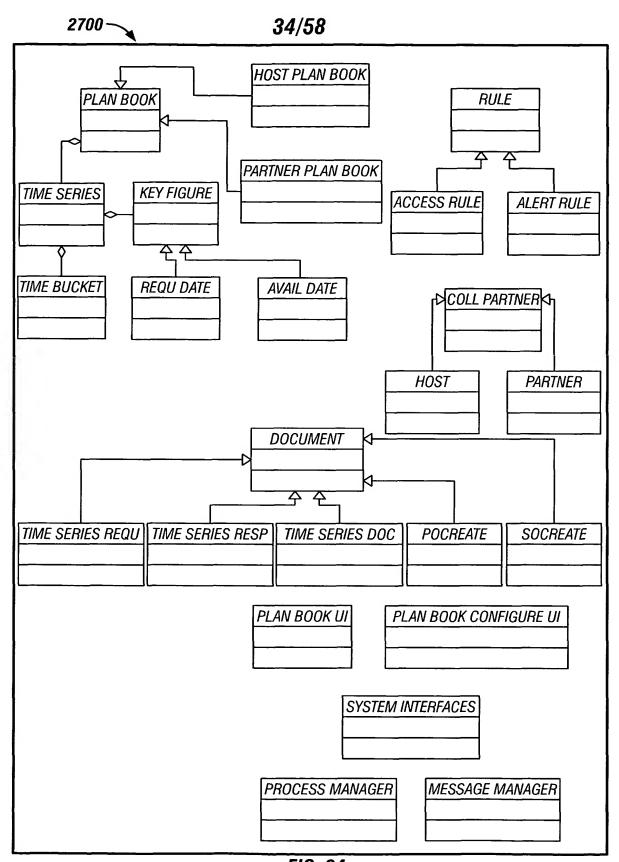


FIG. 24

BUSINESS SOLUTION MANAGEMENT (BSM)

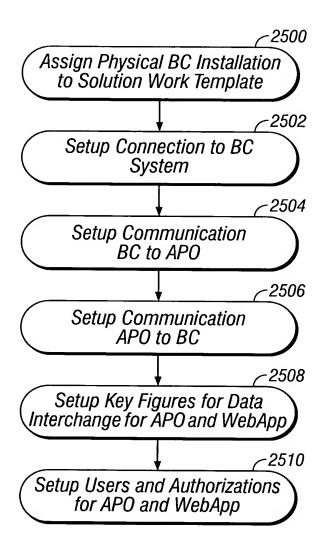


FIG. 25

Applicants: Nelson, et al.
BUSINESS SOLUTION MANAGEMENT (BSM)

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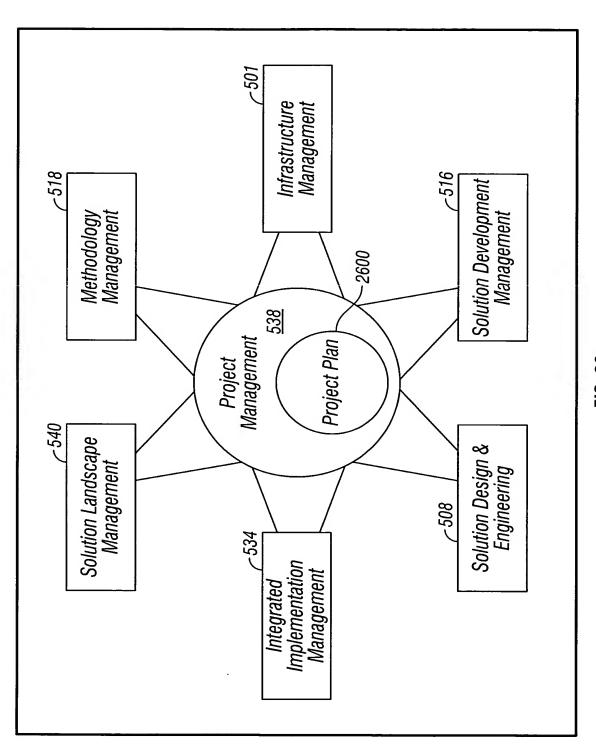
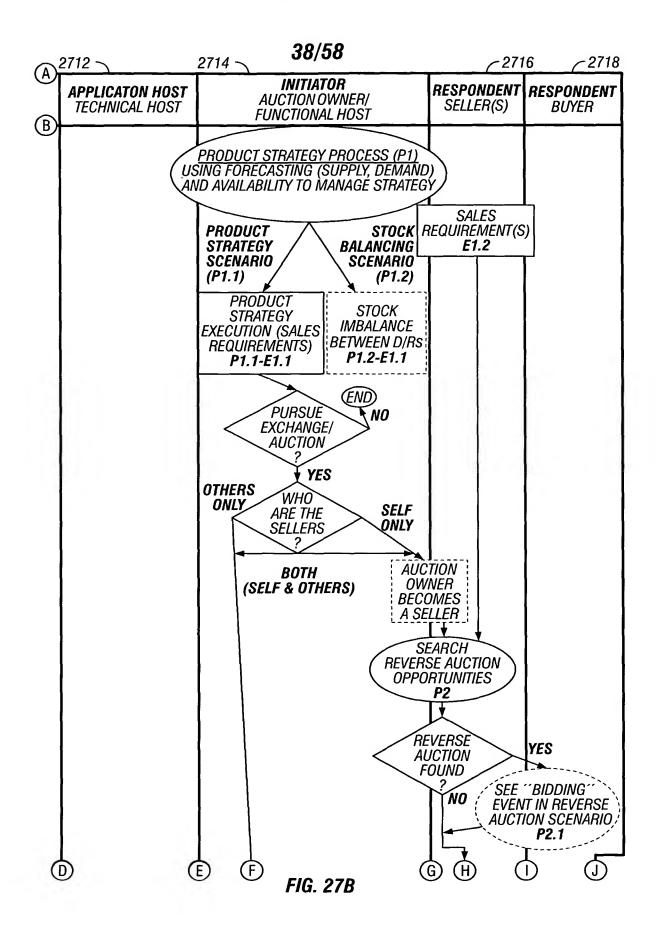


FIG. 26

Matter No.: 14066-011001 Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

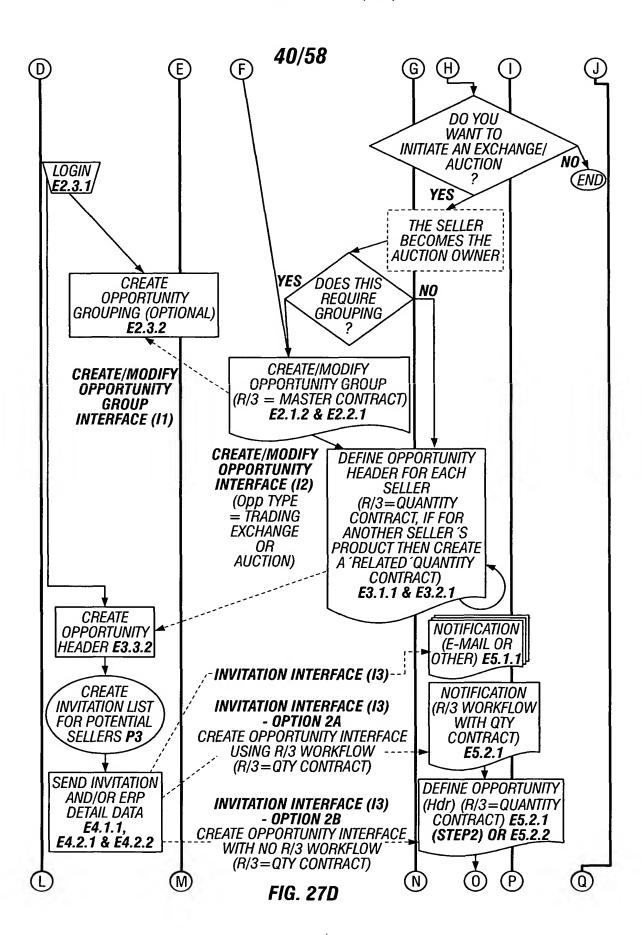
2700~	37/58	2710	
	P=PROCESS, E=EVENT, I=INTERFACE		
P1	PRODUCT STRATEGY PROCESS		L B
P1.1	PRODUCT STRATEGY BUSINESS SCENARIO		
P1.2	STOCK BALANCING/ROTATION BUSINESS SCENARIO		
E1	IDENTIFY SALES REQUIREMENTS:		
E1.1	AUCTION OWNER-PRODUCT STRATEGY (ie; END OF LIFE)		
E1.2	SELLERS - SALES REQUIREMENTS		
P2	REVERSE AUCTION SEARCH PROCESS		
P2.1	IF FOUND, FOLLOW 'SELLER'S BID PROCESS' WITHIN THE REVERSE AUCTION SCENARIO		
4)			
E2	CREATE/MODIFY OPPORTUNITY GROUP		
<u>E2.1</u>	<u>OPTION 1 (R/3 EVENT).</u>		
E2.1.1	CREATE OR MODIFY A SAP MASTER CONTRACT		
E2.1.2	START 'CREATE/MODIFY OPPORTUNITY GROUP INTERFACE'		
<u>E2.2</u>	OPTION 2 (NON-R/3 ERP EVENT)		
E2.2.1	CREATE RELEVANT Opp GROUP DOCUMENT		
E2.2.2	START 'CREATE/MODIFY OPPORTUNITY GROUP INTERFACE'		
<u>E2.3</u>	OPTION 3 (DTOPPS APPLICATION ONLY) - NO ERP		
	LOGIN TO DTOPPS APPLICATION		
E2.3.2	CREATE GROUPING ON DTOPPS APPLICATION		
INTERF	ACE 1 (I1) - CREATE OPPORTUNITY GROUP INTERFACE		
E3	DEFINE OPPORTUNITY HEADER		
<u>E3.1</u>	OPTION 1 (R/3 EVENT)		
E3.1.1	CREATE QTY CONTRACT WITH TERMS & CONDITIONS AS WELL AS PROPOSED QTY, MIN PRICE, START PRICE		
E3.1.2	START 'OPPORTUNITY HEADER INTERFACE (I2)' WITH THE OPPORTUNITY TYPE SET AS 'TRADING EXCHANGE' OR 'AUCTION'		
()	EIO 074		



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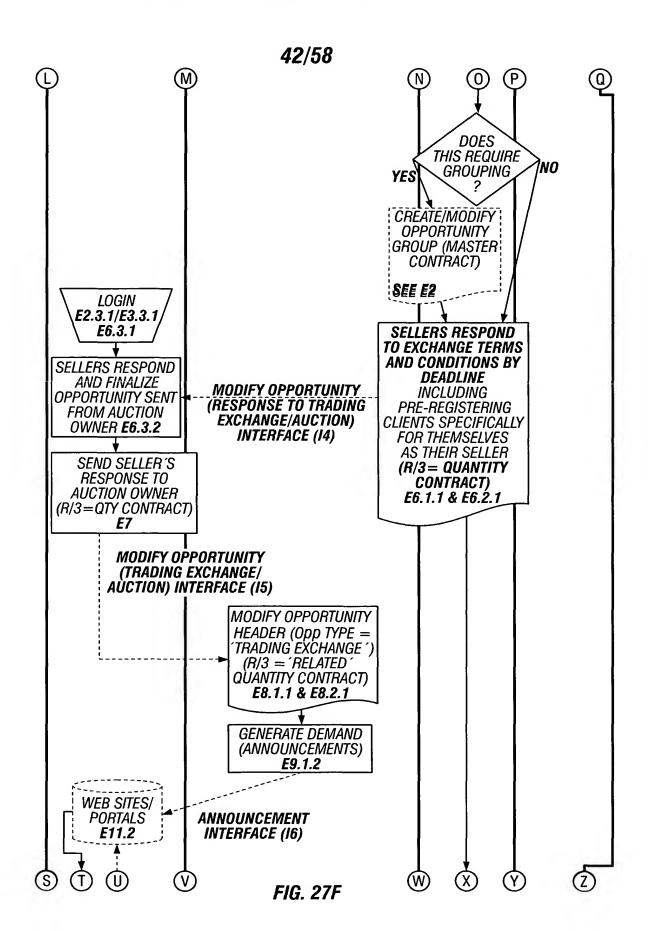
(3)	270	39/58			
E3	<u>.2</u> 2.2.1 2.2.2	OPTION 2 (NON-R/3 ERP EVENT) CREATE ERP SALES DOC TO HOLD AUCTION DATA START 'OPPORTUNITY HEADER INTERFACE (I2)' WITH THE OPPORTUNITY TYPE SET AS 'TRADING EXCHANGE' OR 'AUCTION'			
E3 E3 E3	2 <u>.3</u> 2.3.1 2.3.2	<u>OPTION 3 (DTOPPS APPLICATION ONLY) - NO ERP</u> LOGIN (SEE E2.3.1) CREATE OPPORTUNITY (TRADING EXCHANGE OR AUCTION) ON HOST			
IN	INTERFACE 2 (I2) - CREATE OPPORTUNITY HEADER INTERFACE				
P3	}	CREATE INVITATION LIST CREATE LIST OF POTENTIAL SELLERS THAT ARE TO BE INVITED TO PARTICIPATE. AUCTION OWNER EXCLUDED.			
E4 E4 E4 E4	l. 1.1 1.1.1 1.2.1 1.2.1				
IN	TERF	ACE 3 (13) - INVITATION INTERFACE			
		OPTION 1 - NO OPPORTUNITY DETAIL DATA DESIRED SEND INVITATION TO ERP AS SPECIFIED IN PROFILE OPTION 2 - ERP DETAIL DATA REQUIRED OPTION A (R/3 ONLY) - SEND WORKFLOW & ERP DATA OPTION B (ANY ERP) - SEND INVITATION & ERP DATA			
E5	5	RECEIVE OPPORTUNITY (OPTIONAL) AND/OR INVITATION			
<u>E5</u>	5.1.1 5.2.1 5.2.2	OPTION 1 - NO OPPORTUNITY DETAIL DATA DESIRED RECEIVE INVITATION AS SPECIFIED IN PROFILE OPTION 2 - ERP DETAIL DATA REQUIRED OPTION A (R/3 ONLY) - RECEIVE WORKFLOW & ERP DATA OPTION B (ANY ERP) - RECEIVE INVITATION & ERP DATA			
E6	i	SELLERS RESPOND			
E6 E6 E6 E6 E6	5.1 5.1.1 5.1.2 5.2.1 5.2.2 5.3.1 5.3.1				



Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

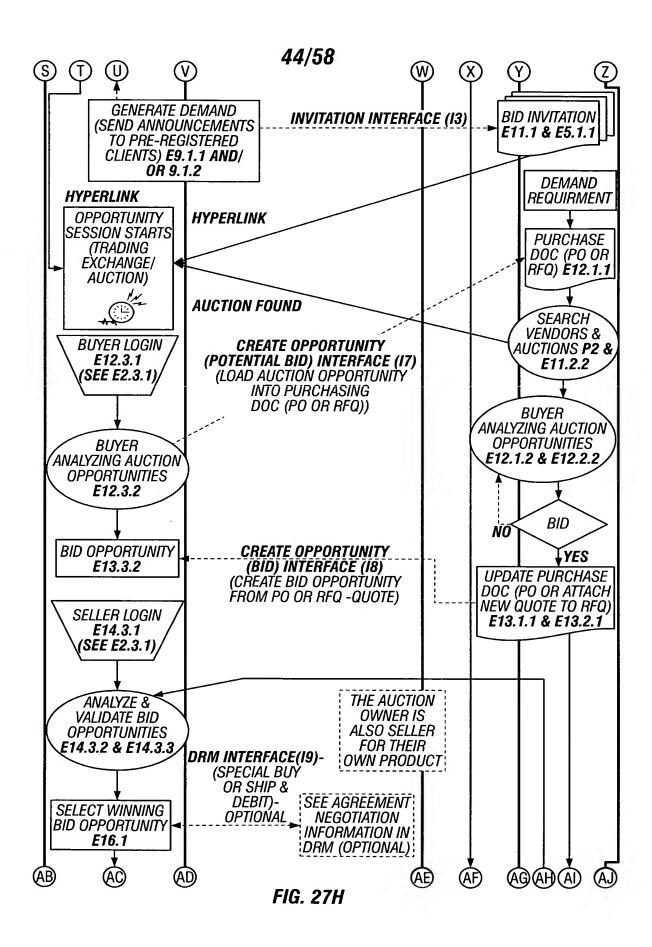
4	9		
	INTERFACE 4 (I4) - MODIFY OPPORTUNITY (RESPONSE) INTERFACE		
	<i>E7</i>	SEND SELLERS RESPONSE TO AUCTION OWNER	
	<u>E7.1</u> E7.1.1	<u>OPTION 1 (R/3 EVENT)</u> START UPDATE OPPORTUNITY INTERFACE TO CHANGE THE AUCTION OWNER'S RELATED QUANTITY CONTRACT FOR EACH SELLER	
	<u>E7.2</u> E7.2.1	OPTION 2 (NON-R/3 ERP EVENT) START UPDATE OPPORTUNITY INTERFACE TO CHANGE THE ERP DOCUMENT HELD FOR EACH SELLER	
	INTERFA	ICE 5 (15) - MODIFY OPPORTUNITY (TRADING EXCHANGE) INTERFACE	
	E8	RECEIVE OPPORTUNITY (TRADING EXCHANGE RESPONSE) FROM APPLICATION HOST	
	E8.1 E8.1.1	<u>OPTION 1 (R/3 EVENT)</u> MODIFY THE AUCTION OWNER 'S 'RELATED' QUANTITY CONTRACT FOR EACH SELLER.	
	E8.2 E8.2.1	OPTION 2 (NON-R/3 ERP EVENT)- MODIFY THE AUCTION OWNER'S ERP DOCUMENT FOR SELLER	
		GENERATE DEMAND - PRE-AUCTION NOTIFICATION BID INVITATIONS TO PRE-REGISTERED CLIENTS - START 13 INTERFACE ADVERTISEMENTS/NOTIFICATIONS/AGENT - START 16 INTERFACE	
	INTERFA	ICE 3 (I3) - INVITATION INTERFACE	
	INTERFACE 6 (16) - ANNOUNCEMENT INTERFACE		
	E10	TRADING EXCHANGE/AUCTION STARTS	
1	<u>E11.2</u> E11.2.1	BUYERS (RESPONDENTS) DRAWN TO AUCTION BY ONE OF THREE OPTIONS Opt 1 - BID INVITATIONS Opt 2 - DEMAND SEARCH FROM PO OR BBP DEMAND EXISTS WITHIN AN APPROVED PURCHASE REQ SEARCH VENDER & AUCTION SITES (SEE P2 ABOVE)	
	<u>E11.3</u>	Opt 3 - ADS/BANNERS/ANNOUNCEMENTS/AGENTS	
	E12 <u>E12.1</u> E12.1.1	BUYER ANALYZING AUCTION OPPORTUNITIES OPTION 1 (R/3 EVENT) LOAD DATA FROM APPLICATION HOST INTO A PURCHASING DOCUMENT	
	F12 1 2	(EITHER PO OR RFQ) ANALYZE INFORMATION TO ENSURE PROPER MATCH	

Applicants: Nelson, et al.



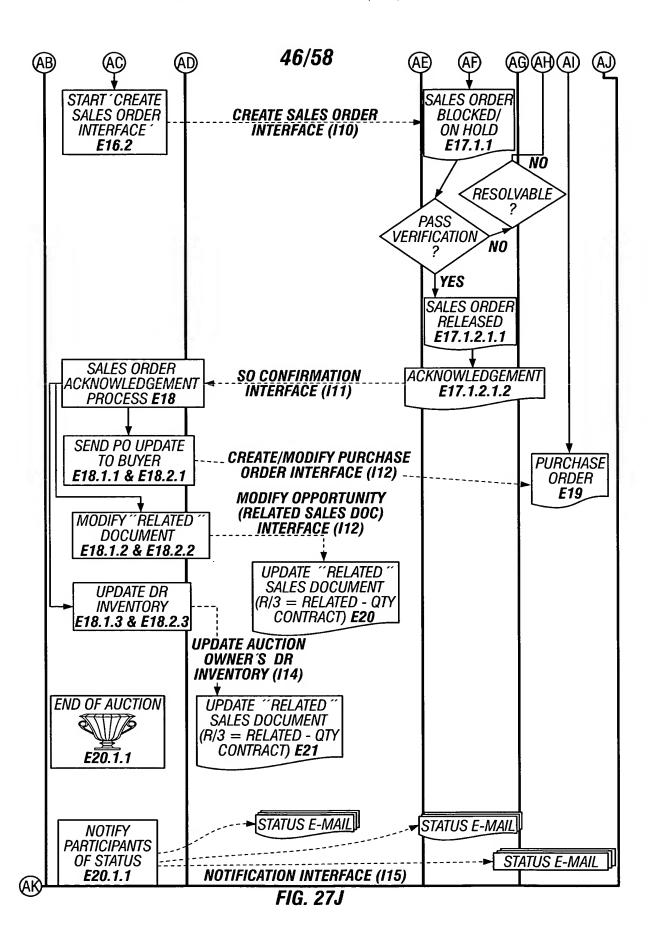
Matter No.: 14066-011001 Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

E12.2 OPT E12.2.1 LOA (EIT	TION 2 (NON-R/3 ERP EVENT) D DATA FROM APPLICATION HOST INTO A PURCHASING DOCUMENT HER PO OR RFQ)		
E12.2.2 ANA	NLYZE INFORMATION TO ENSURE PROPER MATCH TON 3 (NON ERP) FIN (SEE E2.3.1)		
E12.3.2 ANA	IN (SEE E2.3.1) ILYZE OPPORTUNITIES ON APPLICATION HOST		
INTERFACE 7 (17) - CREATE OPPORTUNITY (POTENTIAL BID) INTERFACE (THIS WAS PULLED IN BY THE BUYER IN E12)			
E13 E	BUYER CREATES A BID OPPORTUNITY		
E13.1.1/E1: U E13.1.1/E1: S E13.3 U E13.3.1 L	ISING ERP AS DRIVER (BOTH R/3 & NON-R/3 ERPS) IPDATE PURCHASE DOCUMENT START CREATE OPPORTUNITY (BID) INTERFACE ISING APPLICATION DIRECTLY ON THE INTERNET OGIN INTO APPLICATION POST BID MANUALLY		
INTERFACE 8 (18) - CREATE OPPORTUNITY (BID)			
E14	SELLERS ANALYZE BIDS ON APPLICATION HOST		
E14.3.1 E14.3.2 E14.3.3	SELLERS LOGIN TO APPLICATION HOST (SEE E2.3.1) SELLERS ANALYZES AND VALIDATES BIDS ON THE APPLICATION SERVER, NOTIFY ANY BUYER OF PROBLEMS WITH THEIR BID, IF THEY VIOLATED ONE OR MORE OF THE TERMS AND CONDITIONS		
E15	(OPTIONAL) START AGREEMENT/NEGOTIATION		
INTERFACE 9) (19): DRM INTERFACE (OPTIONAL) INTERFACE		
E16	SELLER(S) SELECT WINNING BID(S) ON APP HOST		
<u>E16.1</u> <u>E16.2</u>	SELECT WINNING BID ON APPLICATION HOST (ERP ONLY) START 'CREATE SALES ORDER INTERFACE'		
INTERFACE 10 (110) CREATE SALES ORDER INTERFACE			
E17	RECEIVE SALES ORDER FOR LOGISTICS VERIFICATION		
<u>E17.1</u> E17.1.1 E17.1.2	FOR ERP SYSTEMS (BOTH R/3 AND NON-R/3) START 'CREATE SALES ORDER INTERFACE' WITH FINAL VERIFICATION OF LOGISTICS DATA		



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A) 2706 ~	45/58
E17.1.2.1 E17.1.2.1.1 E17.1.2.1.2 E17.1.2.2 E17.1.2.2.1 E17.1.2.2.2 E17.2.1 E17.2.1	-SAVE SALES ORDER AS FINAL -SEND ACKNOWLEDGEMENT IF NOT OK: -MANUALLY CORRECT AND GOTO E17.1.2.1.1
INTERFACE :	11 (I11) SALES ORDER CONFIRMATION INTERFACE
E18	RECEIVE SALES ORDER CONFIRMATION ON APPLICATION HOST
E18.1 E18.1.1 E18.1.2 E18.1.3	OPTION 1 (R/3 EVENT) START 'CREATE/MODIFY OPPORTUNITY (PO) INTERFACE' START 'MODIFY OPPORTUNITY (RELATED DOCS) INTERFACE' FOR AUCTION OWNER START 'UPDATE SELLER INVENTORY (+,-) INTERFACE FOR AUCTION OWNER
E18.2 E18.2.1 E18.2.2	OPTION 2 (NON-R/3 ERP EVENT)- START 'CREATE/MODIFY OPPORTUNITY (PO) INTERFACE' START 'MODIFY OPPORTUNITY (RELATED DOCS) INTERFACE' FOR AUCTION OWNER
E18.2.3 E18.3 E18.3.1 E18.3.2 E18.3.2.1	START 'UPDATE SELLER DR INVENTORY (+,-) INTERFACE FOR AUCTION OWNER INTERFACE FOR AUCTION OWNER OPTION 2 (NON-R/3 ERP EVENT) BUYER ONLY WANTS A MESSAGE FOR PO. AUCTION OWNER DOES NOT WANT ERP DOCUMENTS OPTION A - SEND MESSAGE BASED ON PROFILE



BUSINESS SOLUTION MANAGEMENT (BSM)

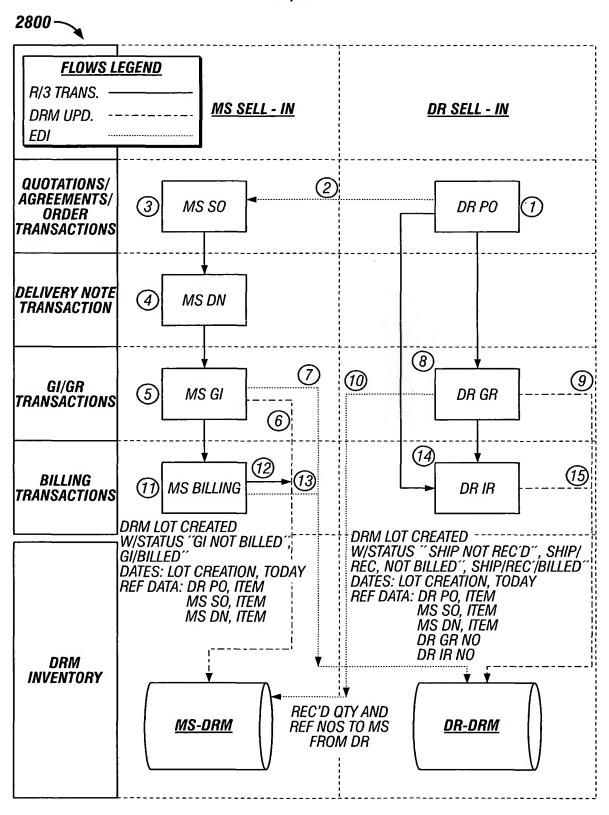
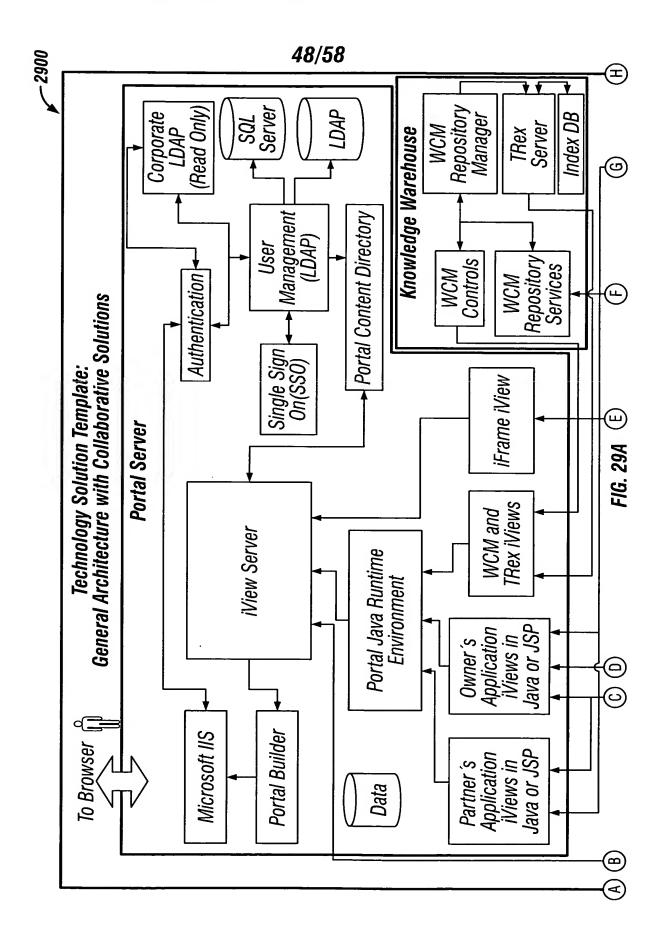
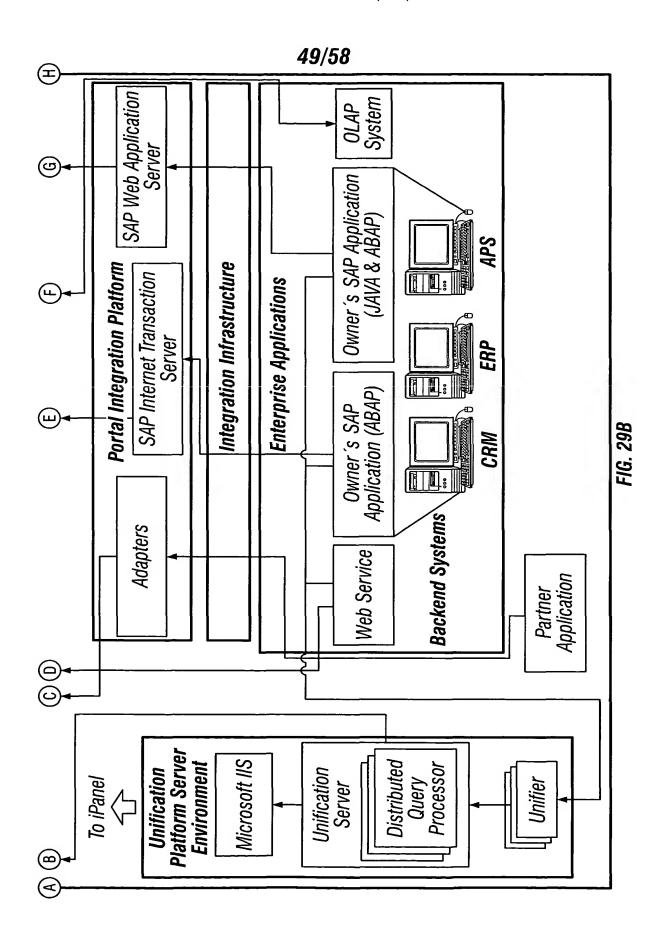


FIG. 28

Applicants: Nelson, et al.
BUSINESS SOLUTION MANAGEMENT (BSM)



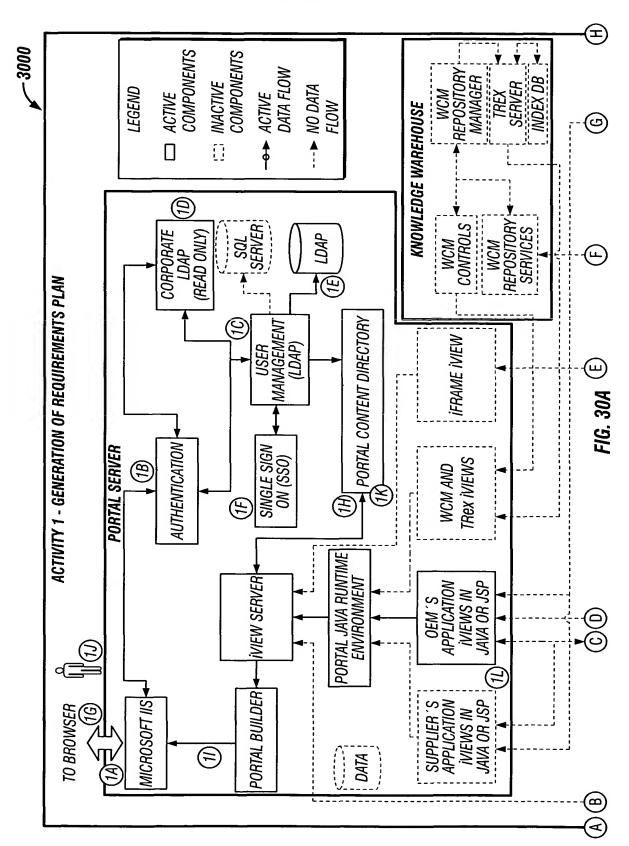
Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)



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Matter No.: 14066-011001 Applicants: Nelson, et al.

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BUSINESS SOLUTION MANAGEMENT (BSM)

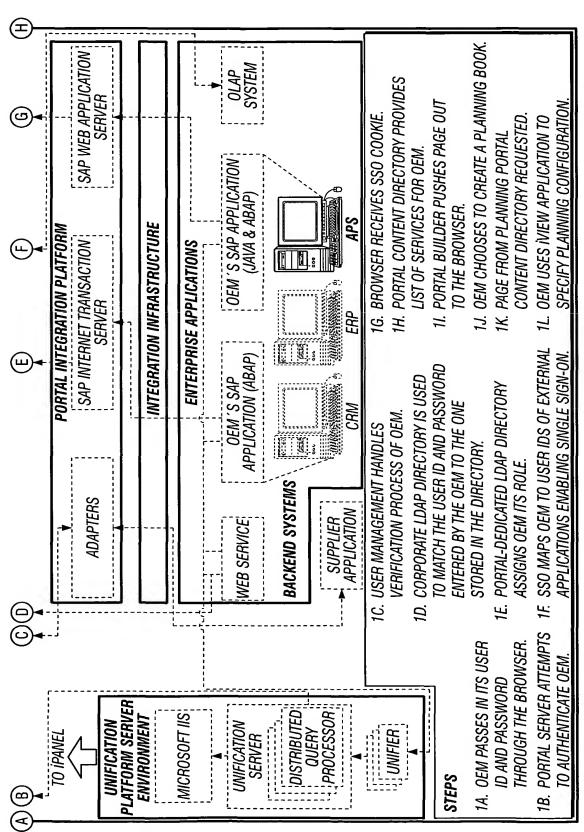
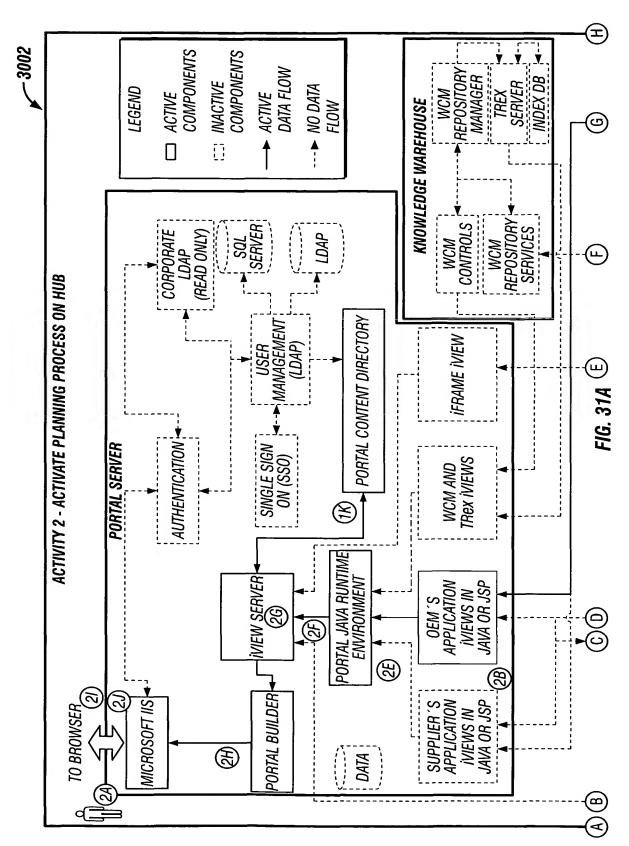


FIG. 30B

Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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BUSINESS SOLUTION MANAGEMENT (BSM)

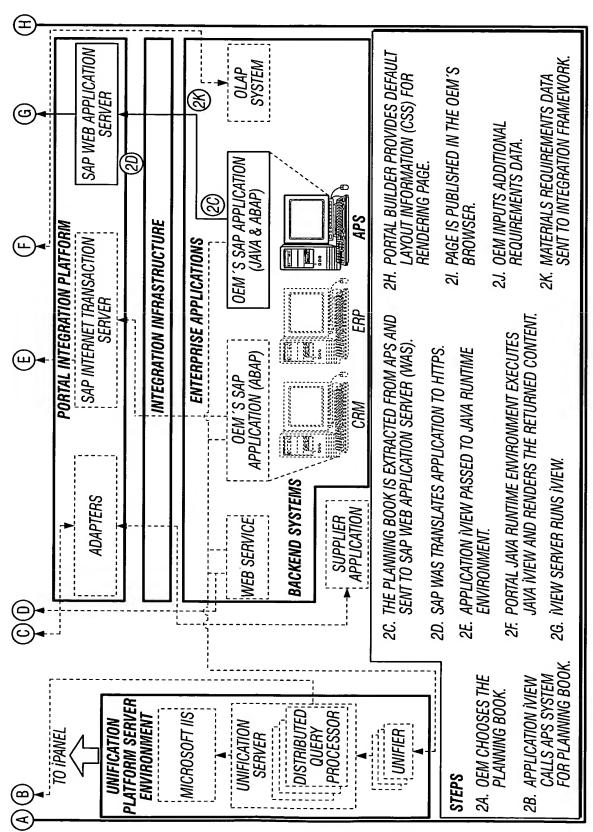
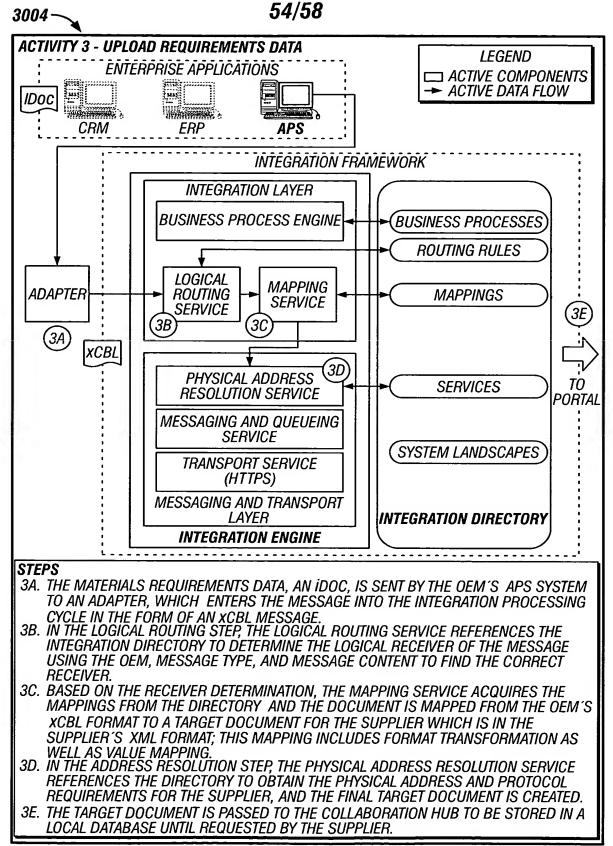
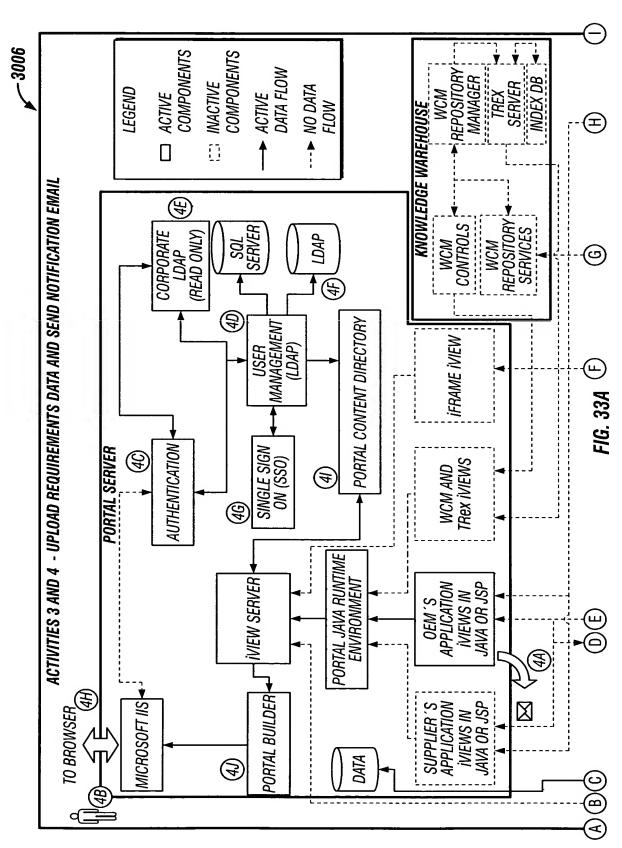


FIG. 31B



BUSINESS SOLUTION MANAGEMENT (BSM)



BUSINESS SOLUTION MANAGEMENT (BSM)

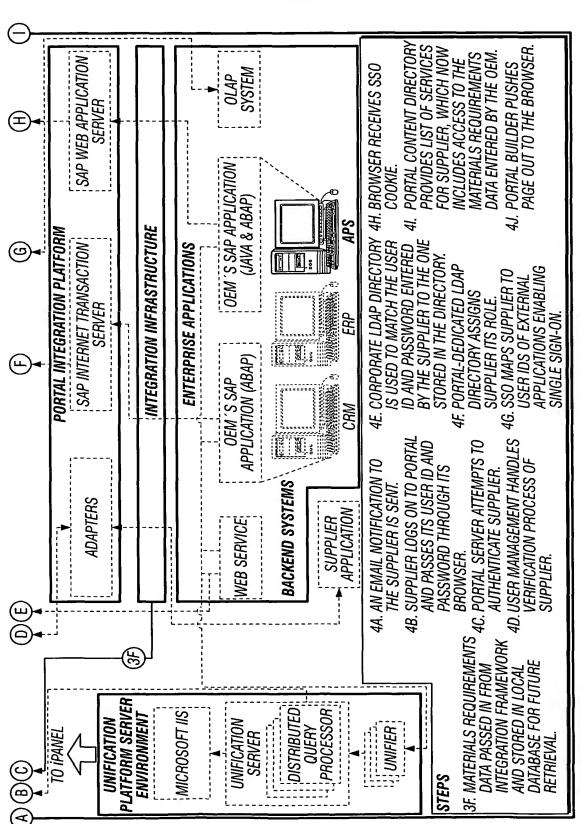
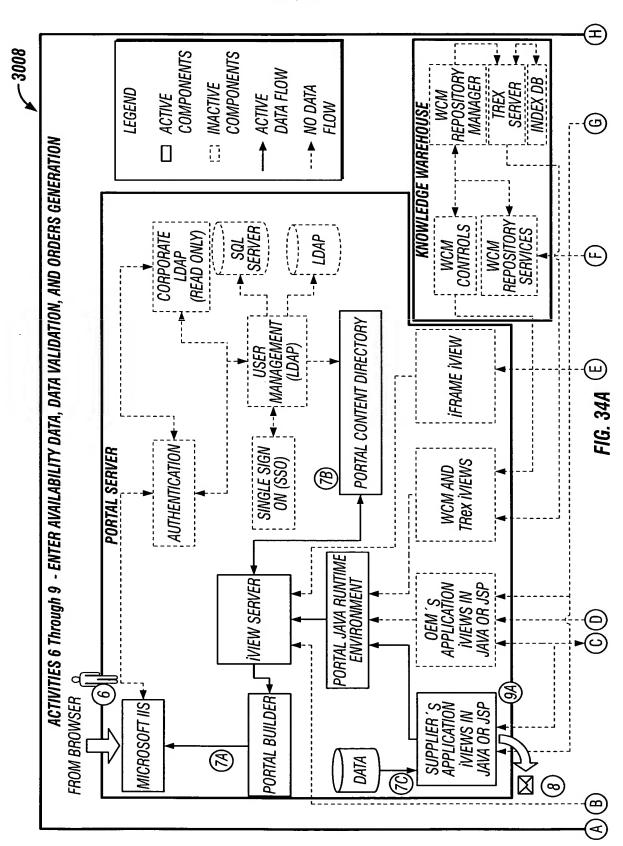


FIG. 33B

Matter No.: 14066-011001 Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

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Applicants: Nelson, et al. BUSINESS SOLUTION MANAGEMENT (BSM)

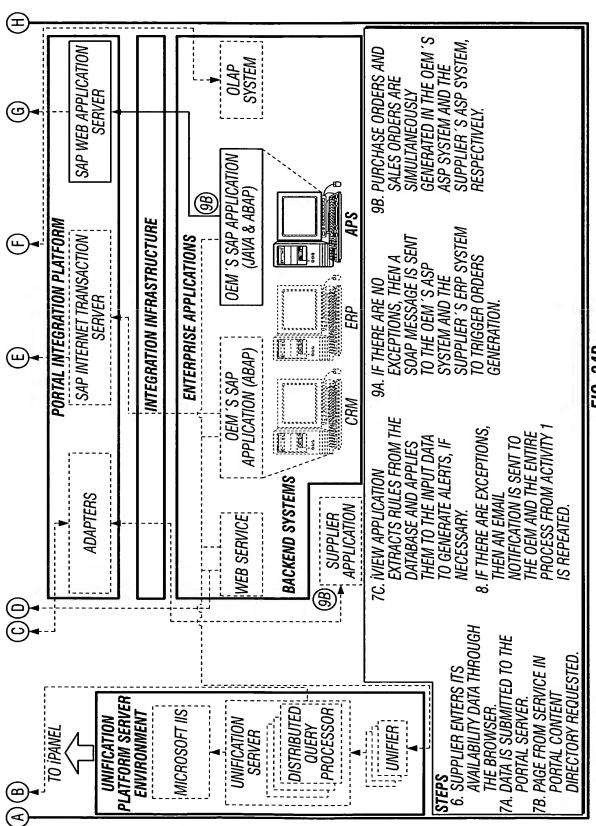


FIG. 34B